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From: Mark Baber <markba@microsoft.com>
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Subject: MS/Compaq Partnership
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As I am sure you are all aware, MS has recently signed a new 5 years Master Contract with Compaq that commits Compaq to MS System Platforms and revenues of approximately 500 million dollars. As part of this new contract MS and Compaq have agreed to and committed to a Strategic Partnership. I have send to each of you a hard copy of this Strategic Partnership for your review. Parts of this partnership will have impact on each of your organizations.

We are working with Claire Lematta from W & E regarding a Press Announcement with Compaq making this Strategic Partnership public and I would appreciate the cooperation from each of you on speaking with Claire and giving your perspective of this relationship. The results of this partnership will be focused on; superior Windows platforms, improved ease of use, further advancement of industry standard technologies and better support to end users. Any input that you can provide regarding this partnership is greatly appreciate. We are trying to be very sensitive to the information content of this press announcement so that we do not pre-announce any projects that are currently in process and additionally, not offend any of our other business partners.

Within the next few days you will be receiving an e-mail questionnaire from Claire requesting your perspective and comments regarding the Partnership and forth coming Press Announcement. We greatly appreciate your time and efforts in responding to this questionnaire.

Should you have any questions, please do not hesitate to contact me and I want to thank you, in advance for your attention regarding this matter.

markba

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